

U.S. Government of Special Interes

*"I'm amazed at the wide variety of subjects covered in .
They've got something for everyone..." Michael B. Hall*

U.S. Government Documents Section 1:





Country Studies

These volumes are part of the highly regarded Department of the Army Foreign Area Studies series and can be a valuable source of background information for practicing as well as potential exporters. Each book describes and analyzes the economic, military, political, and social systems and institutions of the country, as well as the impact that cultural factors have on the country's lifestyle. Each study also features origins and traditions of the people as well as social and national attitudes.

Japan

531 p. il. Cloth-
008-020-00937-7

\$14.00

China

590 p. il. Cloth
008-020-00888-5

\$12.00

Federal Republic of Germany

456 p. il. Cloth
008-020-00943-1

\$11.00

Libya

350 p. il. Cloth
008-020-00817-6

\$11.00

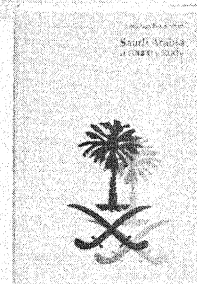
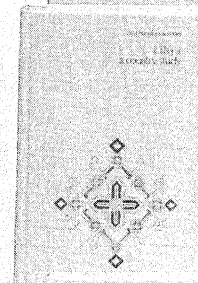
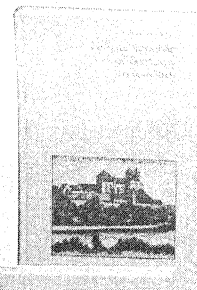
Saudia Arabia

404 p. il. Cloth
008-020-00628-9

\$13.00

"It's really convenient to have one place to go to get Government publications... and ordering is easy too. GPO even takes credit cards."

Maximo H. Salinas-Zepeda
Interpreter, Organization of
American States



Choosing Your Markets...

A Basic Guide to Exporting

A step-by-step guide to exporting for large-, medium-, or small-sized firms. This publication will tell you what you need to know to establish profitable international trade and how to get assistance in reaching this goal. 75 p.

003-009-00349-1

\$6.50

European Trade Fairs: A Guide for Exporters

Trade fairs are very popular in Europe and can be important in breaking into the European marketplace. This volume gives you expert advice from the Commerce Department on how to choose the most promising European markets, how to identify the best fairs, and how to make fairs as productive as possible. This useful guide tells you how to prepare for the fair, and how to followup afterwards. It also tells how to make profitable contacts while you're there. This book includes lists and indexes, by product categories, of major trade fairs held in Europe. 81 p.

003-009-00341-5

\$5.00

A Business Guide to the Near East and North Africa

Explore the sales potential for your product or service through this introduction to the Near Eastern/North African markets. This very useful reference provides background data on the countries in these regions, outlines investment opportunities and policies, points out the best opportunities for US manufacturers, and summarizes ways the US Government can help you penetrate



Useful Books to Make Profits Grow...

United States Export Management Companies Directory

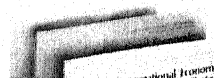
You can choose the right export management firm to assist you with your product when you use this comprehensive directory of more than 1100 export management companies. It's well organized by location and indexed by 36 product/service categories. 193 p.

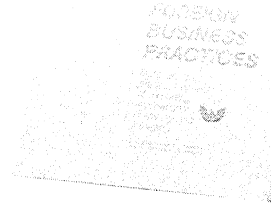
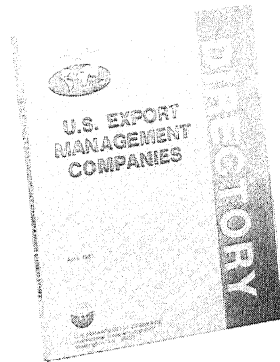
003-009-00342-3

\$7.00

International Economic Indicators

Comparative economic data for the





International Mail

Exporters and international businesses will profit by having at least one copy of the US Postal Service's **International Mail**. You can quickly find correct international postal rates, prohibitions, restrictions, availability of insurance, and other special services; also includes information on mailing to individual countries. Subscription service includes changes for an indeterminate period. List ID is INTMA

\$34.00

Overseas Business Reports

Stay informed about changing business conditions abroad through **Overseas Business Reports**. These reports provide information on the economic outlook, industry trends, trade regulations, distribution and sales channels, transportation, credit, and other facets of business of interest to exporters in various countries. Subscription includes irregular issues for one year. List ID is OBR

\$44.00

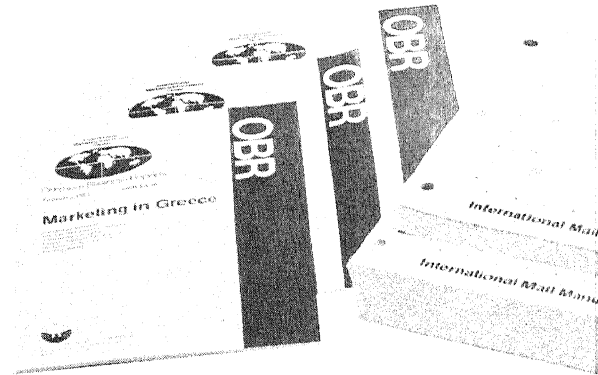
US and seven other major industrial countries is included in this periodical, issued quarterly by the Commerce Department. It provides quarterly and annual data for 68 economic indicators, grouped into five sections: general, trade, prices, finance, and labor. Annual subscription: List ID is IEICT.

\$15.00

Foreign Business Practices

Concerned about protecting your investments abroad? This essential book provides answers to questions most frequently asked about foreign business practices. It includes summaries of the patent and trademark protection that is available in many countries, as well as information on foreign licensing arrangements, ventures, the resolution of trade and investment disputes, and the benefits for US exporters. 118 p.

003-009-00343-1



PUBLICATIONS

Please return this order form even if you use your company purchase order.

[illegible]

Total for Publications

SUBSCRIPTIONS

Qty.	List ID	Title	Price Each	Total Price

Total for Subscriptions

METHOD OF PAYMENT

☐ VISA Or Mastercard
Account Number

(EXPIRATION DATE)

Total Cost of Order

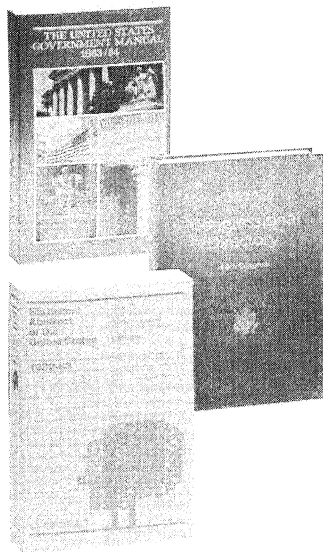
Postage and handling are prepaid by GPO

☐ Check here to receive announcements about new releases on exporting. (N-524)

(SIGNATURE)

**MAIL TO: Superintendent of Documents, Government Printing Office,
Washington, DC 20402**

Books of universal appeal



"Government publications are terrific...*Statistical Abstract* is on my desk next to my dictionary. I couldn't do my job without it. And what a bargain at \$11.00!"

Beth W. Newburger
The Washington Post

Statistical Abstract of the United States, 1982-83

This invaluable, ever-popular publication can help you predict trends in the economic, political, and social structure of business and government in the US. It places the most up-to-date statistics at your fingertips to keep you abreast of changing conditions in all areas of American life. For quick and easy reference, a copy of the pocket-sized "USA Statistics in Brief" is included at no additional cost. 1082 p. il. Softcover. 003-024-05010-2 **\$11.00**

The United States Government Manual 1983-84

The **Manual** can help you unravel the intricacies of the thousands of bureaus, divisions, services, offices, and departments within the Federal Government to pinpoint the exact official you need to contact. It provides comprehensive information on the agencies, boards, commissions, and committees in the Federal sphere. A typical agency entry includes a list of principal officers, a summary of the agency's mission and history, a description of its programs and activities, and a list of addresses and telephone numbers to help you locate detailed information on contracts and grants, employment, publications, consumer activities, and many other areas of interest. 915 p.

022-003-01099-8

\$9.00

1983-84 Congressional Directory

The **Directory** of the office or individual and easily. It lists progress by State, alphabetically by term of office. A separate listing for each Senator and Representative. In addition, a complete listing of all Members of Congress, including commissions, including numbers, and names of officials. Other features include diplomatic representation, maps of each State, and much more.

1983-84 Congressional Directory
Paperbound edition
052-070-05832-3

1983-84 Congressional Directory
Clothbound edition
052-070-05833-1

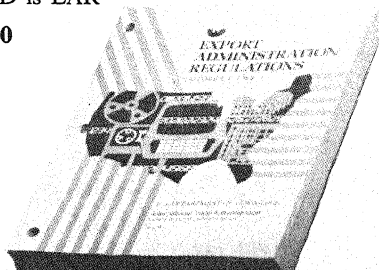
1983-84 Congressional Directory
Clothbound, with the
052-070-05834-0

Prevent Profit Drain – Know the Laws That Affect Exporting...

Export Administration Regulations

Confused about export licensing requirements? Go to the source for your answers. This comprehensive guide by the Export Administration Agency describes the policies controlling the exporting of US products and includes the official regulations. With your annual subscription you'll receive explanations of all new policy changes and replacement pages to keep your regulations up-to-date. Looseleaf, three-hole punch. Subscription includes supplementary material (*Export Administration Bulletins*) for approximately one year. List ID is EAR

\$95.00



Code of Federal Regulations

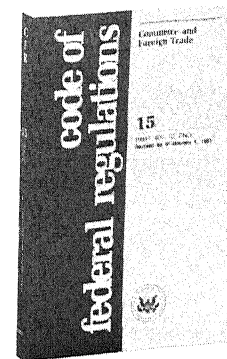
International trade is directly affected by the rules and regulations issued by Federal agencies. These are published daily in the **Federal Register** and codified annually in the **Code of Federal Regulations**. The 50 titles into which the CFR is divided represent virtually every area of business activity, but the following is especially useful for exporters:

Title 15 (*Commerce and Foreign Trade*)

Parts 0-299 314 p. 022-003-95135-1 **\$6.50**

Parts 300-399 622 p. 022-003-95136-9 **\$7.00**

Parts 400-end 522 p. 022-003-95137-7 **\$7.50**



Federal Register

You can keep abreast of changes in your **Code of Federal Regulations** with the **Federal Register**, a systematic publication of public regulations and legal notices issued by the Federal agencies. Issued daily Monday through Friday. Annual subscription. Special six-month subscription is available.

List ID is FR 6 months **\$150.00**
 one year **\$300.00**

Not Illustrated

onal

you contact
ou need quickly
mbers of Con-
ally, and by
ography is in-
nd Represen-
ill find a com-
agencies and
ddresses, phone
titles of of-
lude a listing of
to the US,
gressional
1209 p.

Directory

\$12.00

Directory

\$16.00

Directory

Index

\$20.00

Social Indicators 3: Selected Data on Social Conditions and Trends in the United States.

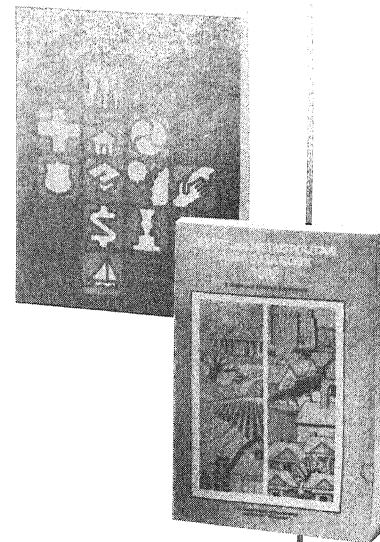
This easy-to-use volume combines colorful graphs and charts with authoritative statistics to give you a comprehensive picture of American life and society. Derived from Census data, the book provides you with a "snapshot" of virtually every aspect of American society, including the facts and figures on population and the family, our health and nutrition, the housing situation and our environment, income and productivity trends, social security and welfare programs, and much, much more. An important reference for your desk. 585 p. 003-024-02683-0 **\$19.00**

State and Metropolitan Area Data Book, 1982

This invaluable volume gives you a wide variety of statistical information about each State and metropolitan area in the US. This data is taken mainly from the latest available censuses and includes information on births and deaths in each State and metro area, marriages and divorces, households and families, health, education, employment, personal wealth, crime, housing, banking, elections, land ownership, energy, wholesale trade, and much, much more. 701 p. 003-024-04932-5 **\$15.00**

"The U.S. Government Manual is a comprehensive roadmap through the confusing Federal Government structure. It's a superb buy for the money."

Matthew Lesko
Author of *Information U.S.A.*



Reference Books To Help Expand Your Markets...

Sales Promotion Techniques for Marketing in Communist Countries

Designed as a reference to increase awareness of the trade opportunities that exist for American firms in communist countries, this publication describes techniques that are available for promoting sales in the USSR, Eastern Europe, and the People's Republic of China. It discusses two promotional approaches that can be used to sell in communist markets. It also discusses the role of advertising in sales promotion, and provides a summary, by country, of the various organizations and media available to Western firms for advertising their products, technology, and services. 57 p.

003-009-00352-1

\$4.50

German Trade Fairs: A Handbook for American Exporters

Written especially for the inexperienced exporter, this handbook guides you step-by-step through your first exhibit at a German fair. It explains how exhibiting at German trade fairs can expand your exporting business, and provides tips to insure success. 99 p.

003-009-00344-0

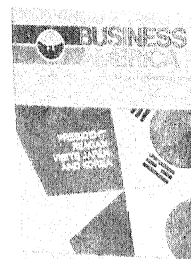
\$5.00

Business America

You can stay current with this biweekly resource for selling to overseas markets. You'll get regular information on opportunities for trade as well as proven methods of successfully doing business in foreign countries. One-year subscription.

List ID Is CRTD

\$55.00



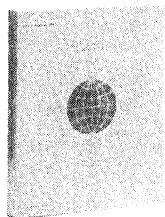
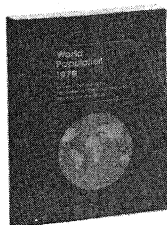
Use These Statistical Aids To Choose Your Market

World Population 1979: Recent Demographic Estimates for the Countries and Regions of the World

Provides you with the latest available demographic information for 200 countries and territories with populations of at least 5,000. Included are historical population data from 1950, trends in population growth, birth rates, death rates, life expectancy, and infant mortality rates. 502 p.

003-024-02805-1

\$11.00

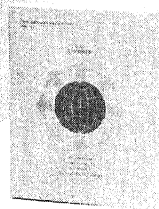


US Imports: SIC-Based Products

Gives you comprehensive data on imports. Arranged into approximately 2,500 classes, these data show the quantity and dollar value of imports by place of origin. Derived from data compiled under the *Tariff Schedules of the United States Annotated*, the information in **US Imports: SIC-Based Products** identifies for you the import data which are most comparable to output data for individual commodities, and presents the information in a convenient form for further summarization. 382 p.

003-024-05234-2

\$9.50



US Exports: World Area & Country by Schedule E Commodity Groupings

Find out which countries are buying what US products and how much they are buying. This two-volume set provides compilation tables of commodities bought, value of purchases, and amount bought by weight for individual US products. Tables are structured according to continent and individual country of destination for calendar year 1982.

Volume 1. Gives you (for domestic and foreign) continent and country of destination totals and methods of transportation, data for world area of destination by Schedule E commodity subgroup and method of transportation and data for country of destination by Schedule E commodity groupings and method of transportation (partial). 799 p. 003-024-05617-8

Volume 2. Completes data for country of destination by Schedule E commodity groupings and methods of transportation and gives you, for foreign merchandise, continent and country of destination totals and method of transportation. 787 p.

003-024-05618-6

Superintendent of Documents
U.S. Government Printing Office
Washington, D.C. 20540

Official Business

Penalty for private use, \$300

5002

Foreign and Area Sales
U.S. Government Printing Office
1675
Washington, D.C. 20540



CARNEGIE LIBRARY
APR 12 1984
DEPOSITORY



U.S. Government Books
of Special Interest to Exporters

PLEASE ROUTE TO:
